



CANNON BUILDING
861 SILVER LAKE BLVD., SUITE 203
DOVER, DELAWARE 19904-2467

STATE OF DELAWARE
REAL ESTATE COMMISSION

TELEPHONE: (302) 744-4500
FAX: (302) 739-2711
WEBSITE: DPR.DELAWARE.GOV
EMAIL: customerservice.dpr@state.de.us

PUBLIC MEETING NOTICE: REAL ESTATE EDUCATION COMMITTEE

MEETING DATE AND TIME: Thursday, April 7 2016 at 9:30 a.m.

PLACE: Division of Professional Regulation
861 Silver Lake Boulevard, Cannon Building
Second Floor Conference Room A
Dover, Delaware

MINUTES FOR APPROVAL: 4/14/2016

MEMBERS PRESENT

Tom Burns, Kent County, Professional Member, Chairperson, Presiding
Casey Price, Sussex County, Professional Member, Vice Chairperson
Barbara Brodoway, New Castle County, Public Member
Virgil Bullis, Professional Member, Sussex County
Debbie Oberdorf, Kent County, Professional Member
Michael Rushe, Kent County, Public Member
Denise Tatman, Sussex County, Public Member

MEMBERS ABSENT

Donna Klimowicz, New Castle County, Professional Member
Elaine Woerner, New Castle County, Professional Member

DIVISION STAFF

Jessica Williams, Administrative Specialist III
Urainer Marrow, Administrative Specialist II

CALL TO ORDER

Mr. Burns called the meeting to order at 9:39 a.m.

Board introductions took place to benefit the new Sussex County professional Member, Virgil Bullis, and the new Administrative Specialist II, Urainer Marrow.

REVIEW OF MINUTES

Ms. Brodoway moved, seconded by Ms. Tatman, to approve the March 3, 2016 minutes as written. . Motion unanimously carried.

UNFINISHED BUSINESS

Discussion Regarding Potential Revisions to Broker's Course Outline

This item was tabled until the May 5, 2016 meeting.

Ms. Williams advised the Board that Ms. Shirley Kalvinsky will be present for the May 5, 2016 discussion regarding potential revisions to the Broker's Course outline.

NEW BUSINESS

UPDATE from the Commission

Mr. Burns reported that the Commission approved the Committee's liberal interpretation of the modules. Additionally, the Commission strongly encourages that course providers use creativity and utilize a variety of teaching methods when developing course outlines.

Mr. Burns advised the Committee that he will be unable to attend the Commission's meeting scheduled for April 14, 2016, and requested that a member attend the meeting and provide an Education Committee report in his absence. Ms. Brodoway volunteered to attend the meeting.

Review of Course Provider Applications

Ms. Price moved, seconded by Mr. Rushe, to recommend approval, denial, or tabling, of the following items as noted below. Motion unanimously carried.

Course Provider: Delaware State University & Johns Hopkins Carey Business School **Denied –**
Detailed Course Outline not Submitted Course Title: Place-Making Economic Development
through Real Estate Innovation
Module: 6
Credit Hours: 3.0

Course Provider: Frederick Academy of Real Estate
Course Title: Delaware 99-Hour Broker/Associate Broker Licensing Course **Approved**
Credit Hours: 99

Course Title: 99-Hour Delaware Pre-Licensing Course **Approved**
Credit Hours: 99.0

Course Title: Agency and Fair Housing **Approved**
Module: 1
Credit Hours: 3.0

Course Title: Professional Standards **Approved**
Module: 2
Credit Hours: 3.0

Course Title: Real Estate Documents **Approved**
Module: 3
Credit Hours: 3.0

Course Title: Office Management **Approved**
Module: 4
Credit Hours: 3.0

Course Title: Agency **Denied – Not Considered Legislative**
Module: 5
Credit Hours: 3.0

Course Title: Bankruptcy **Approved for Module 6 Only; Not Module 5 as Requested**

Module: 5

Credit Hours: 3.0

Course Title: Deferred Exchanges & Capital Gains Tax **Approved**

Module: 5.0

Credit Hours: 3.0

Course Title: Charitable Giving Through Donations of Real Estate **Approved**

Module: 6

Credit Hours: 3.0

Course Title: Foreclosures **Approved**

Module: 7

Credit Hours: 3.0

Course Provider: Jack Lingo, Inc., REALTOR

Course Title: Real Estate Jeopardy - Office Management & Legislative Issues **Approved**

Module: 4 or 5

Credit Hours: 3.0

Course Title: 50 Shades of Contracts: An Advanced Look at the Agreement of Sale **Approved**

Module: 3.0

Credit Hours: 3.0

Course Provider: McKissock, LLC

Course Title: New Salesperson Module 1 - Professional Standards in Real Estate **Approved**

Module: New Licensee Module 1

Credit Hours: 3.0

Course Title: New Salesperson Module 2 - Agreement of Sale - Buyer Representation **Approved**

Module: New Licensee Module 2

Credit Hours: 3.0

Course Title: New Salesperson Module 3 **Approved**

Module: New Licensee Module 3

Credit Hours: 3.0

Course Title: New Salesperson Module 4 - Real Estate Professionalism **Approved**

Module: New Licensee Module 4

Credit Hours: 3.0

Course Title: Uncovering the Facts about Mortgage Finance **Approved**

Module: 7

Credit Hours: 3.0

Course Provider: Sussex County Association of REALTORS

Course Title: Resort and Second Home Property Specialist **Approved**

Modules: 6 & 7

Credit Hours: 6.0

Course Title: American Warrior Real Estate Professional **Approved: for Module 7 Only; Course Outline does not meet criteria for Modules 3 & 6 as Requested.**

Module: 3 or 6 or 7

Credit Hours: 3.0

Course Provider: The CE Shop, Inc.

Course Title: Pricing Strategies: Mastering the CMA **Approved**

Module: 7

Credit Hours: 6.0

Course Title: Real Estate Safety Matters: Safe Business = Smart Business **Approved**

Module: 7

Credit Hours: 4.0

Course Title: Attracting Online Consumers: Listing and Syndication **Approved**

Module: 7

Credit Hours: 3.0

Course Provider: Ward and Taylor, LLC

Course Title: Serving the Military Market **Approved**

Module: 7

Credit Hours: 3.0

Course Title: Capturing the Military Market **Approved**

Module: 6

Credit Hours: 3.0

Course Provider: Delaware Association of REALTORS

Course Title: Boots to Homebuying: VA Lending-Credit, Loan Qualifying and SCRA Rights **Approved**

Module: 7

Credit Hours: 3.0

Review of Instructor Applications

Ms. Price moved, seconded by Mr. Rushe, to recommend approval, denial, or tabling, of the following items as noted below. Motion unanimously carried

Richard Cooper **Approved for Module 7 Only; Not New Licensee Modules 1 – 4; Continuing Education Modules 1 – 6; and Pre-Licensing Course as Requested**

Continuing Education: 7

Darren Corder **Approved**

Continuing Education: Module 7 - Credit Basics for Mortgage Lending; VA Lending 101; SCRA Act - Housing Portion

Bruce Plummer **Approved**

Continuing Education: New Licensee Modules 1 - 4; Continuing Education Modules 1-6; Module 7 - GRI 101 - Planning and Developing a Real Estate Business; GRI 301 - Working with Buyers and Sellers; The Real Estate's Agent's Disclosure Duties in Delaware

Pre-Licensing Course: Orientation; Real Estate Sales; Real Estate Mathematics

Broker's Course: Brokerage; Real Estate Documents; Ethics; Legal and Governmental Aspects of Real Estate; Real Estate Investment; Mathematics

Mark Randolph **Approved**

Pre-Licensing Course: Orientation; Real Estate Mathematics

Broker's Course: Financing; Mathematics

William Salamone **Approved**

Continuing Education: Module 7 - DSHA Home Buyer Programs

Louise Thaxton **Approved for Modules 6 & 7 Only; Not Module 3 as Requested**

Continuing Education: Modules 6 & 7

Frank Panunto **Approved**

Continuing Education: New Licensee Modules 1-4; Continuing Education Modules 1-6

Pre-Licensing Course: Orientation, Real Estate Sales

Review of Student Requests for Reconsideration

The Committee reviewed the correspondence submitted by Danielle Benson, and reconsidered their previous decision to deny the following student request. The Committee discussed that new licensees are required to complete specific modules within their first year of licensure, due to a lack of experience. The Committee decided that courses that are approved as continuing education modules only, should not be applied to new licensee modules, and that the new licensee modules should be segregated from the continuing education modules. If a licensee completes a new licensee module, and wants to apply the course towards a continuing education module, it would be acceptable. Ms. Brodoway moved, seconded by Ms. Price, to uphold the Committee's previous decision regarding the student requests below. Motion unanimously carried.

Licensee: Morgan Benson

Course Title: Procuring Cause and Conflict Resolution

Course Provider: Century 21 Gold Key Realty

Credit Hours: 3.0

Requesting Approval for Module: New Licensee Module 1

Licensee: Morgan Benson

Course Title: Seller Disclosure

Course Provider: Century 21 Gold Key Realty

Credit Hours: 3.0

Requesting Approval for Module: New Licensee Module 3

CORRESPONDENCE

There was no correspondence.

OTHER BUSINESS BEFORE THE COMMITTEE (for discussion only)

Mr. Bullis inquired about the social security policy and the application process. Ms. Williams informed Mr. Bullis, that the Education Committee reviews the original applications, and if the applications were sent electronically, all personal, identifying information would be redacted.

PUBLIC COMMENT

Ms. Somelofske inquired about the status of the applications submitted by the Delaware Association of REALTORS and Sussex County Association of REALTORS.

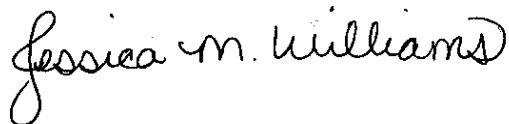
NEXT SCHEDULED MEETING

The next meeting will be held on Thursday May 5, 2016 at 9:30 a.m. in Conference Room A, second floor of the Cannon Building, 861 Silver Lake Boulevard, Dover, Delaware.

ADJOURNMENT

There being no further business, Ms. Tatman moved, seconded by Ms. Brodoway, to adjourn the meeting. Motion unanimously carried. The meeting adjourned at 10:55 a.m.

Respectfully submitted,

A handwritten signature in black ink that reads "Jessica M. Williams". The signature is written in a cursive, flowing style.

Jessica M. Williams
Administrative Specialist III